

FY 2008 FPI Market Share Report

FSC Code	FSC Code Description	FPI Sales FY 2008	Estimated Total Government Buys	FY 2008 FPI Mkt Share
1440	Cable , Cord and Wire Assemblies	\$23,801	\$1,053,832,982	0.0%
1680	Misc Aircraft Access/Comp	16,378	3,758,478,786	0.0%
2590	Misc. Vehicular Comp	548,130	1,281,979,645	0.0%
2920	Engine Elec Syst Comp, no-Air	1,698	80,919,887	0.0%
3990	Misc. Material Handling Equip	2,064,687	192,566,410	1.1%
4010	Chain & Wire Rope	16,755	21,676,977	0.1%
4240	Safety & Rescue Equipment	580,511	688,858,403	0.1%
4460	Air Purification Equipment	2,067,814	21,881,459	9.5%
4920	Aircraft Maintenance Equipment	2,628	556,794,186	0.0%
5140	Tool/Hardware Boxes/Bags	902,782	54,072,602	1.7%
5340	Miscellaneous Hardware	929,336	472,152,259	0.2%
5660	Fencing, Fences and Gates	703,242	52,922,700	1.3%
5670	Building Comp, Pre-Fab	1,676,743	45,257,518	3.7%
5820	Radio Mounts	5,094,675	2,396,680,472	0.2%
5855	Cable , Cord and Wire Assemblies	56,707	1,746,869,046	0.0%
5895	Misc Communications Equip	44,678,454	2,920,633,205	1.5%
5930	Electrical Switch Assemblies	62,844	137,207,351	0.0%
5935	Connectors	1,280,933	114,797,533	1.1%
5965	Headset/Microphone/Speaker	917,970	491,272,256	0.2%
5975	Electrical Hardware	39,874,706	259,943,273	15.3%
5985	Antennas & Related Equip	193,036	371,193,494	0.1%
5995	Cable/Cord Wire Assemblies	33,106,620	328,535,335	10.1%
5999	Misc. Elec/Electronic Comp.	3,299,283	923,768,714	0.4%
6110	Electrical Control Equip	690,575	123,170,204	0.6%
6130	Converters, Electrical, Non-rotating	873,897	146,789,917	0.6%
6135	Storage Batteries	17,403	75,627,279	0.0%
6145	Wire/Cable, Electrical	1,266,440	59,186,308	2.1%
6150	Misc Elec Power/Distrib Equip	14,209,958	189,416,667	7.5%
6160	Misc Battery Ret. Fxt/Liner	3,627,168	11,813,099	30.7%
6230	Elec Portable Lighting Equip	587,598	62,650,421	0.9%

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6532	Hospital/Surgical Clothing	73,242	17,526,607	0.4%
6540	Optical Instruments/Equip	1,101,599	257,308,002	0.4%
6645	Time Instruments	21,336	14,563,663	0.1%
6660	Meteorological Instruments	329,518	56,462,852	0.6%
7105	Household Furniture	10,043,437	150,771,206	6.7%
7110	Office Furniture	122,280,635	1,441,725,035	8.5%
7125	Cabinets, Lockers & Shelving	9,950,575	116,054,489	8.6%
7195	Misc. Furniture & Fixtures	372,321	178,213,584	0.2%
7210	Household Furnishings	18,200,148	308,018,306	5.9%
7230	Draperies, Awnings & Shades	1,089,875	40,380,595	2.7%
7240	House/Comm Util Containers	389,122	10,909,835	3.6%
7320	Kitchen Equip & Appliances	34,684	96,802,648	0.0%
7340	Cutlery and Flatware	295,859	17,227,251	1.7%
7350	Tableware	412,157	18,162,799	2.3%
7510	Office Supplies	4,378,239	1,971,274,958	0.2%
7520	Office Devices/Accessories	218,159	87,619,658	0.2%
7530	Stationery & Record Forms	2,504,831	195,525,997	1.3%
7540	Standard Forms	6,257,569	21,193,753	29.5%
7690	Misc. Printed Matter	986,240	348,045,085	0.3%
8105	Bags & Sacks	274,660	170,617,936	0.2%
8305	Textile Fabrics	185,446	195,798,403	0.1%
8340	Tents & Tarpaulins	492,641	389,235,201	0.1%
8405	Men's Outerwear	5,848,013	376,470,143	1.6%
8410	Women's Outerwear	1,075,036	74,550,897	1.4%
8415	Clothing, Special Purpose	122,104,932	1,561,563,497	7.8%
8420	Men's Underwear & Nightwear	1,840,845	24,442,439	7.5%
8455	Badges & Insignia	108,681	47,411,301	0.2%
8465	Individual Equipment	4,006,278	498,137,963	0.8%
8470	Armor, Personal	26,798,027	1,051,904,426	2.5%
9905	Signs & Advertising Displays	4,441,315	354,070,864	1.3%

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D303	Data Entry Services	\$6,587	\$348,116,720	0.0%
D308	Programming Services	19,543	765,265,029	0.0%
D311	Data Conversion, Records	1,000	154,258,396	0.0%
D312	Scanning Services	10,322	26,002,740	0.0%
H359	Electronic Testing Laboratories	57,661	1,242,507	4.6%
J023	Ground Vehicle Repair Svcs	25,134,158	874,627,603	2.9%
J025	Vehicle Comp Repair Svcs	1,512,813	47,207,434	3.2%
J028	Engine/Turbine Repair Svcs	128,985	1,020,994,900	0.0%
J029	Engine Accessory Rehab Work	6,461	20,776,795	0.0%
J039	Forklift Repair Services	2,978,239	30,068,858	9.9%
J051	Tool Kitting	115,027	8,874,738	1.3%
J058	Radio Carrier Modification	31,100,199	2,873,317,293	1.1%
J081	Bag Repair Services	1,940,887	8,870,846	21.9%
J084	Equipment Assembly Services	303,897	1,035,805	29.3%
J085	Toiletry Kitting Services	732,651	2,731,412	26.8%
K023	Retrofitting Services	34,234,844	45,398,260	75.4%
K058	Modification of Comm Equip	360,487	54,806,040	0.7%
R604	Mail/Distribution	1,413,675	182,886,639	0.8%
R699	Other Administrative Support Services	1,540,028	3,152,324,203	0.0%
S209	Laundry Services	2,574,028	113,859,899	2.3%
T011	Printing/Binding	1,594,721	56,750,061	2.8%
T099	Misc Printing	3,446,628	217,896,268	1.6%
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		\$614,701,033	\$38,740,250,224	
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+ - The "Non-Reporting Agencies" For FSC 7105 Reflects a Buying Pattern of 5% of the FPDC Data.

! - Represents "Government-Derived Market" of Federal personnel receiving annual clothing allowances. The total "Govt-derived market" is estimated at \$96 million. Approximately 55% goes into FSC 8405, 20% into FSC 8410 and 25% into FSC 8415.

- The "Non-Reporting Agencies" for FSC's 7530, 7540, 7690, T011,T099 reflects Government Printing Office data.

FPI Sales	614,701,033
Subcontracting	46,407,665
Recycling	10,498,003
Commercial Market Services	12,117,286
Product-Related Services	526,323
Raw Material/Sub-Assemblies	14,481,245
Central Office Adjustment	96,020
Customer Vehicle Reimbursement	155,451,208
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Total FY 2008 FPI Sales	\$854,278,783
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